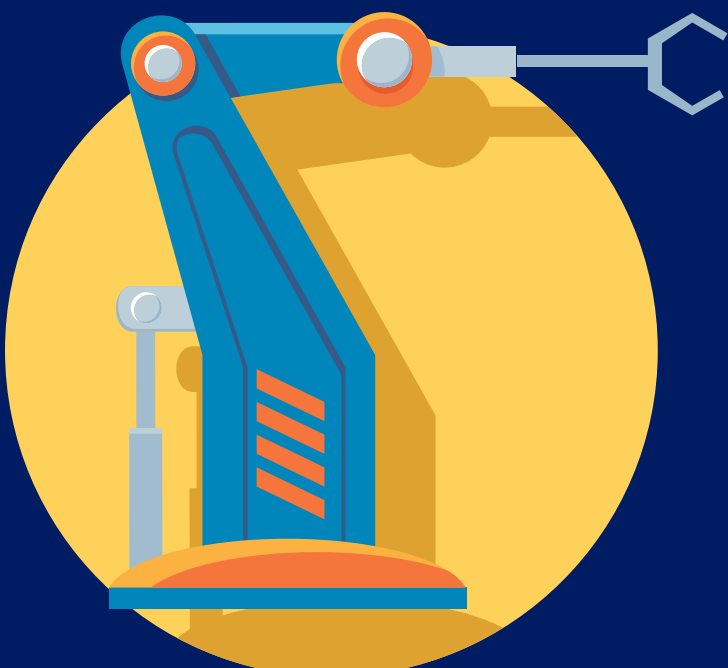


Manufacturing Success: How ToolsGroup Customers Excel



Amid escalating demand variability, SKU proliferation, pressure from competitors, product obsolescence and capacity constraints, ToolsGroup's service-driven supply chain planning is a manufacturer's best ally for meeting service commitments while reducing inventory.



ASTON MARTIN

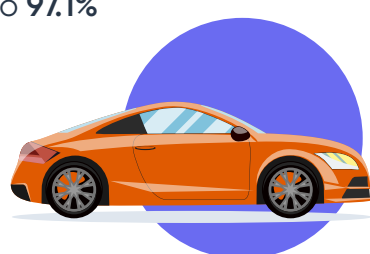
Aston Martin, manufacturer of luxury sports cars and grand tourers, faced a challenge due to an increasingly international client base. At the same time, its board raised targets for first-time availability (FTA) by 2%, without increasing inventory.

18%

Reduced inventory value of safety stock on clustered items by **18%**

97.1%

Immediately improved FTA service levels to **97.1%**



POLARIS

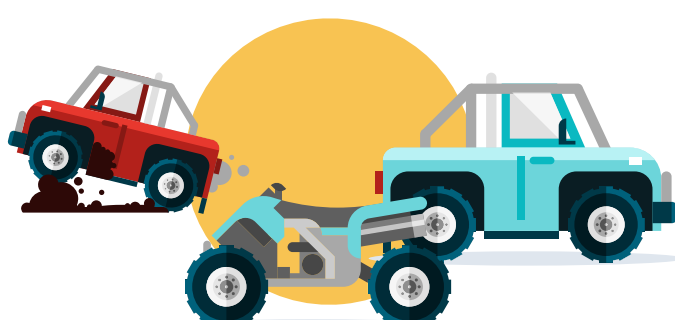
Polaris is a world leader in the powersports automotive industry. Its supply chain is full speed ahead with automated planning:

15%

Reduced inventory by **15%**

10pp

Boosted service levels by **10 percentage points**



Now we can focus on more added-value work because the data crunching doesn't consume any time on our end. It's a good interaction between humans and machines. We let the machines do the dirty job, the one where humans don't add value and actually sometimes get things wrong.

- Ilaria Maruccia, EMEA WG&PGA SIOP Manager, Polaris

Höganäs is the world's leading producer of iron and metal powders for automotive components, brazing, electrical motors, additive manufacturing and water treatment.

Höganäs



Mitsubishi Electric Europe sought to reduce inventory while improving service levels, in spite of the complexities of a highly seasonal business that revolves around urgent repairs.

50%

Reporting sped up by **50%**

Halved

Forecast errors **halved**

S&OP

Enhanced foundation for decision making (**S&OP**)

30%

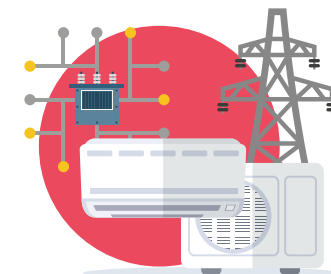
Reduced spare parts stock by **30%**

87% → 97%

Increased service level from **87%** to **97%**, even during seasonal demand peaks

We went for a large global roll-out right from the outset rather than tackling it in small pieces. This was possible because the system was easy to learn and we didn't need to make local changes to it. Salespeople from all the different markets took part in the implementation so now they are brought into it and fully trained.

- Ralf Carlstrom, General Manager, Höganäs



ToolsGroup's manufacturing customers commonly achieve:

10-30%

Reduction in inventory

96%

or better product availability

50-90%

Reduction in planner workload



Case Study
Aston Martin accelerates service with machine learning